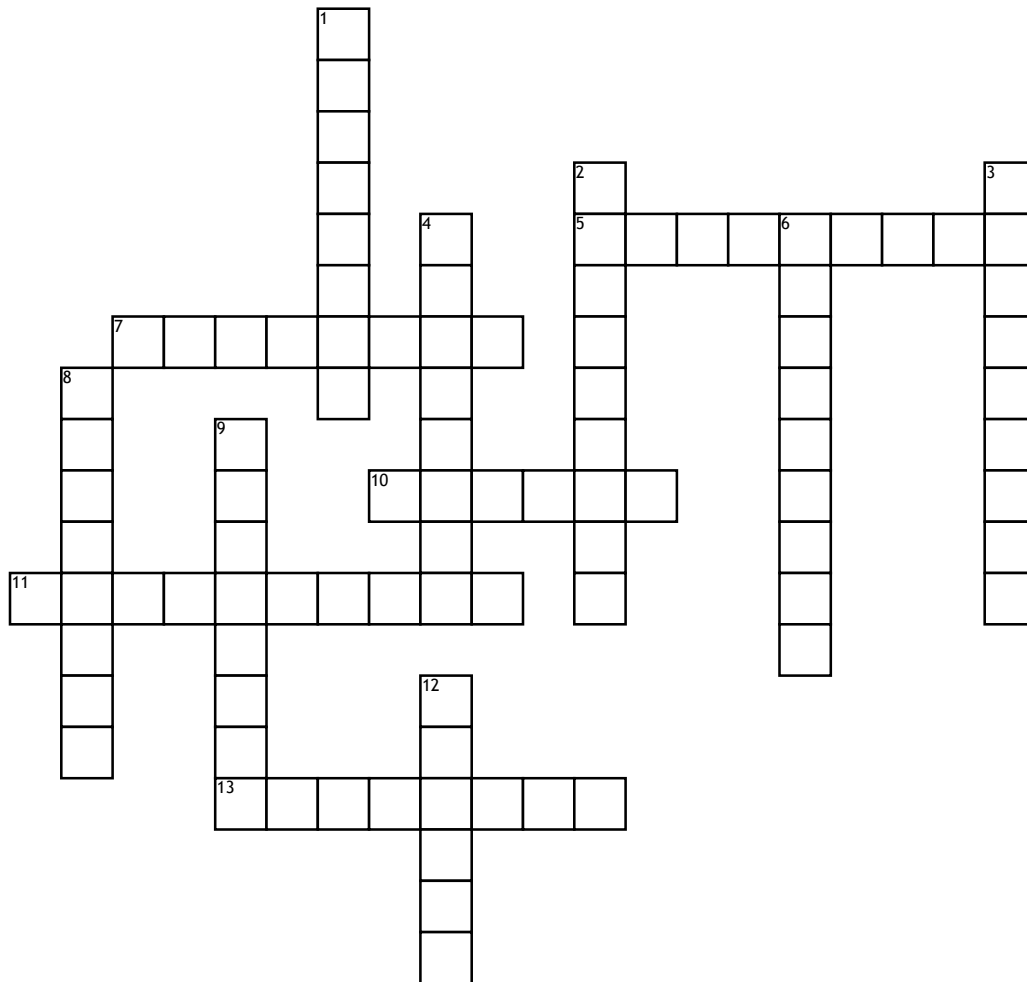


Name: _____

Date: _____

Negotiation Vocabulary



Across

- 5. goal for the outcome
- 7. arguing back and forth
- 10. agree
- 11. make up for a loss
- 13. be deserving of

Down

- 1. willing or openness to change
- 2. another word for politely
- 3. open to or interested in an idea
- 4. present an issue to someone directly

- 6. reaching an agreement

- 8. argument to present
- 9. something that gives one party a greater chance of succeeding over another

- 12. agreed by both or by all

Word Bank

entitled	objective	flexible	comply	mutual
receptive	haggling	confront	leverage	consensus
proposal	compensate	cordially		